

4th Quarter 2016, PSA Report

I. Projects in Review (Oct. - Dec. 2016)

- A. Received **9** new prospects from KCADC
 - Submitted **5** new RFIs/Proposals
- B. Total of **12** Active Projects:
 - **4** local projects

NEW

- **Project MCP** – Manufacturing company seeking a 65,000 SF building with the ability to expand to 120,000 SF in a 5-10 year timeline. (*Non-submittal; no building available.*)
- **Project Tiger** – Manufacturing and distribution facility requiring a minimum of 500,000 SF existing building with 75+ acres to allow for expansion of an additional 500,000 SF. (*Non-submittal; no building available.*)
- **Project Outback** – Building materials company seeking existing buildings and greenfield sites for a new manufacturing facility. Job creation is estimated between 60-80 over two to three years with competitive wages. Capital investment of real estate and \$20-\$25 million in equipment. Property must be rail served directly to the building. (*We have submitted interest on this project with a site in mind.*)
- **Project Chili** – West Coast based company seeking a 30,000 SF facility. 250-300 high-wage, high-skill level employees will be needed. (*We have submitted interest on this project and are awaiting more information.*)
- **Project Renewal** – West Coast based company seeking a new HQ office building. Preference is to build but will consider existing high quality space. Employee count is approximately 350 with plans to expand to 500 in the next 5 years but would like the space for 1,000+. It is estimated that 50% of current employees will transfer. (*We have submitted community profile and land site information.*)
- **Project Max** – Canadian company seeking to establish its first U.S. operations which include laboratory services. Employees are anticipated at 15 to start with 25 by year 5. Potential to add additional facilities. (*We have submitted interest and community profile.*)
- **Project Sugar** – International food manufacturer is looking for an existing 60,000 SF food grade building, single tenant. (*Non-submittal; no building available.*)
- **Project Aces** – Financial services company seeks HQ location. This company currently has offices on West Coast, East Coast and KC Region. An opportunity for 20 jobs immediately followed by 20 more jobs in year two. (*We have submitted RFI on this project.*)

- **Project Cup** – Food-related manufacturing company seeking 150,000 – 200,000 SF facility with extensive building and site requirements. (*Non-submittal; we did not meet building requirements.*)

UPDATES

- **Project 20/20** – Dallas-based beverage production and distribution facility. Operation could create approximately 100 new jobs with a capital investment of \$48M. They require a shovel ready site at 150,000 SF on 20 acres with room for a 50,000 SF expansion. (*Considering buildings 1st – we have submitted sites.*)
- **Project Turtle** – Automotive supplier in search for a “build-to-suit” for 20-25 acres, 150,000 SF manufacturing facility in phase 1 – expandable to 275,000 SF in phase 2. (*We have submitted properties.*)
- **Project Heavy** – In search of a vertical ready site, 20-50 acres to build a 400,000 SF or two 200,000 SF heavy manufacturing facilities. Large water/sewer capacity is essential. (*Site has been submitted.*)
- **Project Blue** – Company interested in building a “spec” building to sale/lease.
- **Project Chip** – Large food company looking for land to build a small distribution facility 20-30,000 SF. (*Did not extend real estate option.*)
- **Project Quartz** – Telesales operation requiring bachelor level college graduates with an average of \$50,000 salary. Need 60-70,000 SF, Class A space but will consider a 40,000 SF temporary space until permanent facility is constructed.
- **Project Peapod** – Kansas based company looking for 15-25,000 SF for mixed-use including office and R&D space.
- **Project Discover** – Three area satellite facilities will merge into one location. Company will build new facility approximately 150,000 SF to accommodate 125 employees. Average wage is \$65,000.

II. Marketing

A. **IMN Data Center Forum in Santa Rosa, CA with KCADC**

LSEDC President Rick McDowell traveled with KCADC to this event. Pre-scheduled meetings and social events were arranged with select companies and brokers to discuss the KC Metro area and potential relocation.

B. **Advisory Board Luncheon – Investor Spotlight – MC Power**

Lee’s Summit business, MC Power hosted LSEDC luncheon in October. Executives introduced members inside their industry and shared what they love most about doing business in LS.

C. **LS R-7 School Board Annual Update**

LSEDC President Rick McDowell spoke in front of the school board about the LSEDC organization, how we work in partnership with the district and gave a highlight of what’s to come for new business in LS.

D. **Speaker’s Series featuring Dayton Moore was a big success!**

- We had 108 attendees
- LS Tribune covered it as well as all over social media

E. KCADC Annual Luncheon:

- Sponsored with 2 tables (City and EDC)
- Promoted with social media

F. “Walk this Way” Membership Direct Mail:

- Approx. 25 letters and materials were sent to prospects for new members

G. Holiday Celebrations

- Joint party with Chamber at Longview Mansion
- Assorted “LS” holiday sugar cookies and popcorn tins distributed to partners from Rick and staff

H. Third Wednesday’s - Hump Day

LSEDC sponsored event, hosted monthly at Llewelyn’s. This event continues to be a great networking opportunity for our Investors. Open dialogue is creating new business deals and the potential for new investment in the LSEDC.

III. Public Relations and Media

LSEDC related articles submitted to local media outlets including LS Journal, LS Tribune, KC Star, KC Business Journal and online outlets including social media channels. Monthly newsletters, E-blasts and Website news feed on the following topics:

1. Village at View High Press Release:

- Kansas City Business Journal (KCBJ) and MetroWire Media

2. QuikTrip Expansion

- KC Star, KCBJ, MetroWire Media, Heartland RE Business

3. Speaker Series – Dayton Moore

- LS Tribune

4. City purchases Hangar

- Release and social media push

5. Westcott Approval

- Release and social media push

6. Longview Farm Restoration Passes

- News release and social media

5. Groundbreaking Ceremonies (all publicized on social)

- NorthPoint Development – Summit Orchards
- Paragon Star
- Airport

IV. Collaboration:

- A.** Business Development Center
- B.** Chamber
- C.** DLSMS
- D.** Civic Roundtable
- E.** KCADC/EJCA/MO Partnership
- F.** Market Center of Ideas

G. Workforce – LS R-7, MIC, MCC, UCM